

An Emphasis on Results

www.nyssbdc.org

Return on Investment

Since 1984, the SBDCs have helped New York's entrepreneurs:

- ▶ Start more than 60,512 new businesses
- ▶ Create more than 89,500 new jobs
- ▶ Obtain more than \$4 billion in investment capital
- ▶ Obtain more than \$87 million in government contracts
- ▶ Generate more than \$46.8 million in tax revenues annually

The Bottom Line

- ▶ Total Program Benefit to Cost Ratio \$3.41 /\$1.00 (Every \$1.00 in funding for the NYS SBDC generates \$3.41 in tax revenue)
- ▶ Every \$1.00 in funding for the NYS SBDC was leveraged by more than \$20.80 in new capital raised from external sources.

Finding Opportunities Within Challenges

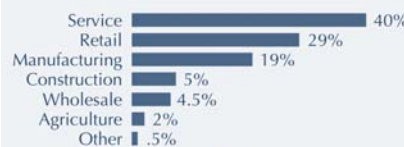
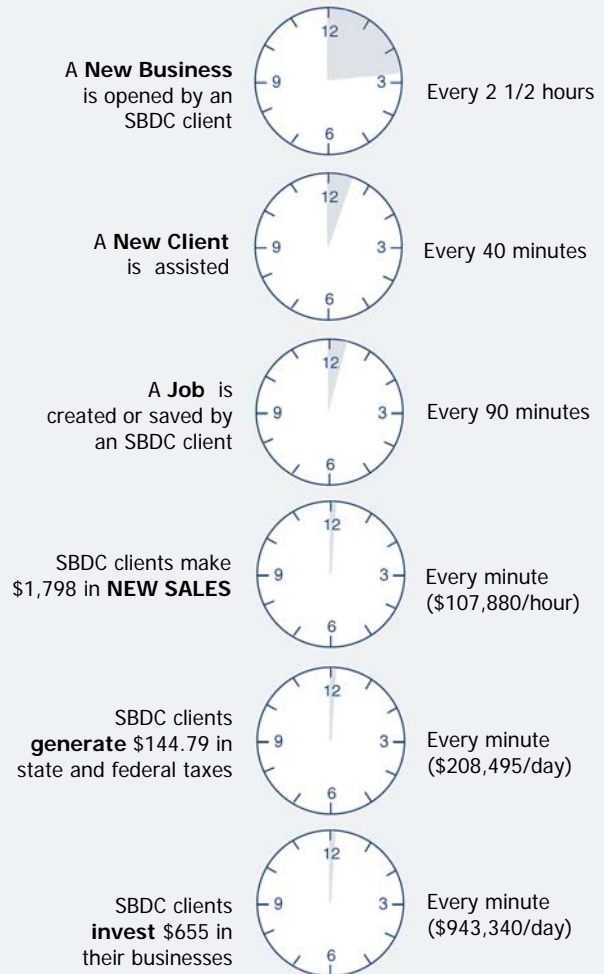
The recent economic recession has been extremely challenging for small business owners. According to a Gallup poll, consumer spending was down more than 30 percent. Savvy business owners have taken advantage of the situation to find or refine their markets, develop new products, investigate international trade, implement new technology, training and employee development – in other words, find opportunities in a challenging situation. The SBDC can help these business owners, as well as business owners that are struggling to evaluate their current situation, plan strategically, and take steps toward improved productivity and profitability.

Quality of Counseling

- ▶ 90% of SBDC clients would recommend the SBDC to other entrepreneurs.



Based on statistical analysis of program activities in 2007-2008 by Dr. James Chrisman, PhD, Mississippi State University.



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